

Message Text

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15

ACTION EB-11

INFO OCT-01 EA-11 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 AID-20 FRB-02 TRSE-00

XMB-07 OPIC-12 CIEP-02 LAB-06 SIL-01 OMB-01 NSC-10

SS-15 STR-08 CEA-02 L-03 H-02 PA-03 PRS-01 USIA-12

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TO SECSTATE WASHDC 3846

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E. O. 11652: N/A

TAGS: ETAN JA US

SUBJ: CIVAIR: BILATERAL TALKS ON CHARTERS

1. SUMMARY. DISCUSSIONS ON CHARTERS CONCLUDED MAY 12. JAPANDEL REFUSED SIGN JOINT MEMCON APPARENTLY DUE THEIR FEAR THAT SUCH DOCUMENT MIGHT BE REGARDED AS WEAKENING OF TRADITIONAL JAPANESE POSITION. ALSO APPEARS TO BE POLICY DIFFERENCE BETWEEN JCAB AND FONOFF WHICH COMPLICATES HANDLING (FONOFF REPS INDICATED PRIVATELY THAT THEY FAVOR EXPANSION CHARTER SERVICES AND THEREFORE DID NOT WANT SEE MEMCON ON SUBJECT). THEY FELT FONOFF SHOULD HAVE PLAYED MORE ACTIVE ROTE IN CONSULTATIONS. END SUMMARY.

2. USDEL DELIVERED STATEMENT MAY 11 REFERRING TO NIXON-TANAKA STATEMENT OF LAST SEPTEMBER REGARDING NEED FOR IMPROVEMENT IN TRADE BALANCE. SINCE STATEMENT US INDUSTRY HAS BEEN SEEKING NEW PRODUCTS FOR EXPORT TO JAPAN. AREAS OF SOME PROMISE WERE THOSE WHERE EXISTING RESTRAINTS IN TRANSPORTATION MADE DELIVERY TOO EXPENSIVE OR TIME- CONSUMING. DEVELOPMENT OF LARGE CAPACITY HIGH
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TECHNOLOGY AIRCRAFT NOW OFFERS POTENTIAL FOR CERTAIN NEW INDUSTRIES SUCH AS RETAIL TRADE. IN FACT ONE LARGE US SHIPPER NOW WAS ACTIVELY CONSIDERING SUBSTANTIAL EXPORT PROGRAM WHICH COULD RUN TO \$20 MILLION ANNUALLY IN COMMODITY VALUE AND REQUIRE TWO TO THREE WEEKLY 747 SERVICES. BECAUSE OF THE SIGNIFICANT CONTRIBUTION WHICH THIS COULD MAKE TO THE TRADE IMBALANCE AND THE PLANNED INITIATION OF THE PROGRAM IN LATE 1973, USG HOPES GOJ WOULD GIVE EARLY AND FAVORABLE CONSIDERATION.

3. JAPAN DEL ASKED NUMBER OF QUESTIONS ON PROPOSAL, PARTICULARLY RELATING TO RETURN CARRIAGE AND POSSIBILITY SCHEDULED CARRIERS PARTICIPATING. IN END USDEL PROMISED TO PROVIDE DETAILED PRESENTATION IN WRITING THROUGH US EMBASSY FOR GOJ CONSIDERATION. COMMENT: SUCH A PRESENTATION WOULD PERMIT EMBASSY TO MAKE EFFECTIVE DISTRIBUTIONS TO OTHER AGENCIES SUCH AS FONOFF AND MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY. JAPANDEL SAID WOULD GIVE PROPOSAL SERIOUS CONSIDERATION.

4. USDEL ALSO BRIEFED JAPANESE ON RECENT DEVELOPMENTS IN AOC/ TGC CHARTERS. JAPANDEL SAID HAD ORGANIZED TASK FORCE ON THIS QUESTION BUT IT WOULD BE SOME TIME BEFORE ANY CONCLUSIONS COULD BE REACHED.

5. USDEL RAISED QUESTION OF QUOTA AND EXPRESSED HOPE THAT AN EARLY REPLY WOULD BE FORTHCOMING ON THE EMBASSY'S PROPOSAL TO INCREASE THE QUOTA TO 85.

JAPANDEL SAID THEY HOPE TO HAVE ANSWER WITHIN NEXT TWO MONTHS. USDEL ALSO RAISED QUESTION OF CHANGING QUOTA LIMITATION TO SEAT BASIS RATHER THAN FLIGHT BASIS. JAPAN DEL EXPRESSED SOME MISGIVINGS ABOUT THIS BUT SAID WOULD CONSIDER ANY US PROPOSAL. (USDEL RAISED MATTER AT REQUEST US SUPPLEMENTALS BUT QUICKLY DROPPED WHEN SUPPLEMENTALS SUBSEQUENTLY WITHDREW THEIR SUPPORT FOR THE IDEA.)

6. LONG DEBATE DEVELOPED ON QUESTION OF MEMCON DURING LIMITED OFFICIAL USE

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WHICH JAPANDEL CLEARLY EXPRESSED OPPOSITION TO ANY FORMAL MEMORIALIZATION OF JAPANESE POSITIONS. USDEL SAID CHARTER TALKS WERE AS MUCH A PART OF AGENDA AS RATE TALKS AND, IF THERE WAS NO PAPER ON CHARTERS THERE WOULD HAVE BEEN NO PAPER ON RATES. IN END ARRANGEMENT AGREED WHEREBY USDEL CHAIRMAN WOULD SEND LETTER TO JAPANDEL CHAIRMAN SUMMARIZING DISCUSSIONS AND JAPAN

CHAIRMAN WOULD ACKNOWLEDGE. COPY OF LETTER POUCHED.
INGERSOLL

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*** Current Classification *** LIMITED OFFICIAL USE

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